

## Message Text

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ORIGIN EB-07

INFO OCT-01 ARA-06 ISO-00 CIAE-00 COME-00 DODE-00 DOTE-00

FMC-01 INR-07 NSAE-00 CG-00 OFA-01 DLOS-03 L-02 /028 R

DRAFTED BY EB/TT/MA:JPSTEINMETZ:BST

APPROVED BY EB/TT/MA:RKBANK

ARA/CEN:DCLARE

FMC:WJSMITH (INFO)

MARAD:RBOURDON (INFO)

----- 096417

P 192111Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY GUATEMALA PRIORITY

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E.O. 11652: N/A

TAGS: EWWT, GT, US

SUBJECT: SHIPPING: DELTA/FLOMERCA PROBLEM

REF: STATE 115060

1. RESULTS OF MIAMI DELTA/FLOMERCA MEETING APPEAR TO OFFER CAUSE FOR GUARDED OPTIMISM. ACCORDING TO HARRELSON, ORAL UNDERSTANDING FOR AGREEMENT WAS REACHED CALLING FOR:

A) DELTA TO BE GIVEN ASSOCIATED STATUS WITH FLOMERCA WHEREIN IT WOULD HAVE FREE AND EQUAL ACCESS TO ALL CARGOES AND MAY TRANSPORT UP TO 40 PERCENT OF SHIPMENTS MOVING BETWEEN U.S. GULF PORTS - SANTO TOMAS/PUERTO BARRIOS;

B) DELTA WOULD CONSIDER SPACE CHARTER ARRANGEMENTS WHEREBY FLOMERCA COULD CONTRACT FOR SPACE ON DELTA VESSELS, PROVIDED CHARTER TERMS WERE SATISFACTORY AND SPACE AVAILABLE;

C) EACH LINE WOULD ACT AS THE HUSBANDING AGENCY (DELTA IN U.S. GULF PORTS AND FLOMERCA IN GUATEMALA) FOR ONE ANOTHERS' CARGOES AND VESSELS.

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2. DELTA HAS TELEXED CONFIRMATION OF THE ABOVE TO MIRON OFFERING TO MEET AT FLOMERCA'S CONVENIENCE TO INK COMMERCIAL AGREEMENT. FLOMERCA MANAGEMENT HAS BEEN REQUESTED TO NOTIFY DELTA OF ITS DECISION NO LATER THAN WEDNESDAY, MAY 28.

3. GIVEN FLOMERCA'S STANCE AND ACTIONS PRIOR TO MIAMI MEETING, RESULTS THEREOF CAN ONLY BE CONSIDERED UNEXPECTED. DELTA'S WENDT IS REPORTEDLY OPTIMISTIC WHILE HARRELSON IS TAKING A WAIT AND SEE ATTITUDE. LONGCOPE INDICATES MIRON SATISFIED AND CONSIDERS AGENCY AND SPACE CHARTER ARRANGEMENTS ATTRACTIVE FOR FLOMERCA WHICH WOULD APPEAR TO BODE WELL FOR FLOMERCA MANAGEMENT APPROVAL.

4. AS FAR AS WE CAN DETERMINE DELTA DOES NOT VIEW ARMAGUA AS A SEPARATE PROBLEM AND ASSUMES THAT FLOMERCA SPEAKING FOR GUATEMALAN SHIPPING LINES INTERESTS. IS THIS INTERPRETATION CORRECT?

5. EMBASSY REQUESTED TO REPORT ANY INFO ON FLOMERCA AND GOG REACTION TO MIAMI MEETING AND PROPOSAL FOR AGREEMENT AS WELL AS MATTER RAISED PARA 4 ABOVE. INGERSOLL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MARINE TRANSPORTATION, AGREEMENT DRAFT, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Drafter:** JPSTEINMETZ:BST  
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**TAGS:** EWWT, GT, US, DELTA, FLOMERCA  
**To:** GUATEMALA  
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